

Message Text

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INFO AMEMBASSY VIENNA

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E.O. 11652: NA

TAGS: BEXP, BU

SUBJECT: TRADE OPPORTUNITY - POWER TRANSISTORS

COMMERCE FOR BEWT/TDAD/ERIC KIHLE; VIENNA FOR EWTC;
ALSO FOR EUR/EE

1. FOREIGN TRADE ORGANIZATION (FTO) TECHNIKA HAS REQUESTED EMBASSY ASSISTANCE IN CONTACTING U.S. FIRMS ON LICENSING ARRANGEMENT FOR BULGARIAN MANUFACTURE OF POWER TRANSISTORS UP TO 10 AMPERES. BULGARIANS DESIRE MANUFACTURE SILICON TRANSISTORS OF P-N-P AND N-P-N TYPES IN PLASTIC CASES WITH FOLLOWING TECHNICAL DATA:

	DISSIPATION AT TC	YEARLY PRODUCTION
GROUP	EQUALS 25 DEGREE CC/W	CASE
I	8	SOT32 1 MILLION PIECES
II	25	SOT32 500 THOUSAND PIECES
III	40	SOT32 500 THOUSAND PIECES
IV	60	TOP66 500 THOUSAND PIECES
V	120	T03 500 THOUSAND PIECES

TECHNIKA UNDERSTANDS THERE MAY BE EXPORT CONTROL RESTRICTIONS ON GROUP V PRODUCTION, BUT WOULD STILL WISH TO GO AHEAD ON FIRST FOUR GROUPS.

2. LICENSING ARRANGEMENT WOULD CALL FOR EQUIPMENT, TECHNOLOGY, AND TECHNICAL ASSISTANCE IN FORM OF TRAINING. SITE OF PROJECT WOULD BE BOTEVGRAD WHERE LARGE AMOUNTS ELECTRONIC

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EQUIPMENT ALREADY BEING PRODUCED. TECHNIKA HOPES SIGN

AGREEMENT FIRST SIX MONTHS OF THIS YEAR, AND PRODUCTION APPARENTHK MUST BE ON LINE BY 1977. PRODUCTION INITIALLY FOR INTERNAL CONSUMPTION, BUT PLANS CALL FOR EXPORT LATER TO CEMA OR OTHER COUNTRIES. WHILE TECHNIKA WOULD PREFER AGREEMENT PAYMENT IN PRODUCTION, THEY ARE PREPARED FINANCE ENTIRE PROJECT IN HARD CURRENCY.

3. WITH REGARD PROJECT TECHNIKA CONTACTED NUMBER WESTERN FIRMS LAST SEPTEMBER INCLUDING FOLLOWING US FIRMS: TEXAS INSTRUMENTS, DALLAS; RCA, NEW JERSEY; SGS-ATES SEMICONDUCTOR, NEWTONVILLE, MASS.; MOTOROLA, WIESBADEN, FRG; AND FAIRCHILD, MOUTAIN VIEW, CAL. TO DATE THEY HAVE RECEIVED NO RESPONSES EXCEPT FROM RCA WHICH PROMISED STUDY PROPOSAL. THEY ARE STILL INTERESTED IN HEARING FROM ANY OF ABOVE OR OTHER APPROPRIATE FIRMS. INDIVIDUALS TO CONTACT ARE ENGINEERS VLADIMIR ANACHKOV AND VLADMIR YOSSIFOV, DEPARTMENT NO. 2, TECHNIKA.

4. EMBASSY WILL POUCH SPECIFICATIONS SEPARATELY. WE TRUST, HOWEVER, BEWT WILL BE ABLE PROCEED ON ABOVE INFORMATION.
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